Appendix C, Pricing Index
Alcatel-Lucent Enterprise USA, Inc.
DIR-TSO-2650

Product	Customer Discount % off MSRP
Software may only be purchased as part of a hardware bundle. Standalone software is not permitted through this contract.	
Enterprise Data Networking Equipment (Category Discounts)	
OmniSwitch 10K and OmniSwitch 9000/9000E and related hardware and software.	45.75%
OmniSwitch 62xx, 64xx, 6900, 6850E, 6855 and related hardware and software. (L2/L3 Modular LAN Switches)	45.75%
OmniAccess Wireless LAN (WLAN) Series; Mobile Wireless LAN Products	30.75%
Transceivers - SFP/XFPs, etc.	45.75%
ClearPass Hardware and Software	15.00%
OmniVista Network Management System (NMS) Solutions, Accessories & Options	43.75%
Power Cords and all other Misc. Accessories and Parts	0.75%
Enterprise Voice/Telephony Equipment (Category Discounts)	
OpenTouch Suite for Medium to Large Enterprise/OmniPCX Enterprise (OXE), OpenTouch Suite for Small Business/OmniPCX Office and related hardware, software, licenses, and applications.	43.00%
Phones - IP Phones, Mobility/DECT Sets, 8 & 9 series phones, Reflex Sets, etc.	43.00%
OEM Hardware/Software; Tools	5.00%
Maintenance (see services description below)	
Enterprise Services - for Voice and Data product categories listed above (Category Discounts)	
Maintenance - Hardware/Software Maintenance, Service & Support	5.75%
Technical Services (see services description below)	
Enterprise Services - for Voice and Data product categories listed above (Category Discounts)	
Installation,Technical & Design Services	0.75%
In addition to the superior portfolio of products and applications, Alcatel-Lucent Professional Services together with the Alcatel-Lucent Business Partner Program (ABPP) offer a complete range of services for project implementation and life-cycle support. These services include Audit, Consulting, Project Management, Installation, Testing, Commissioning, Network Management and various Business Partner Support and Maintenance services	